

# E. H. HARRIMAN'S RISE FROM POVERTY TO GREAT WEALTH

**Railroad Czar Was Aided at the Start by Young Stay-  
vesant Fish, Whom Later  
He Deposed from High  
Position.**

## GRAPHIC PEN PICTURE OF FINANCIAL KING

**Selfishness Is the Trait That Seems to  
Stand Out Boldest in the Man—  
For Harriman First and All the  
Time—One Charity That May Be  
Said to Be Near His Heart.**

New York.—Fifty-nine years ago this time St. George's church was looking out on Hempstead and the rolling acres of Long Island for miles around, as it had been doing since a day nearly a century and a half before when the first Episcopal services were held there and supplication was made to God to preserve and succor a king of England and "His Governor of this Colony." It stood with that placidness of quietness amid its surrounding that it wears to-day, and about its old rectory was an air of peace which boded well for those it sheltered.

But in this month of January, 1848, there was one within the shelter of St. George's rectory whose peace was sorely troubled. He was St. George's minister, the Rev. Orlando Harriman, Jr. For seven years he had been buffeted around from one charge to another, with a wife and a growing family on his hands. Living had been a serious problem. Among those to whom he had preached the Gospel the thought never seemed to have occurred itself that ministers must eat and have clothes to wear just as other mortals.

After Four Years at Hempstead. Now he found himself beset by the same poverty-stricken condition that he had known in all his former rectories. He had expected better from St. George's, but in this month of January he awoke to find that his salary was far in arrears and also to the unmistakable fact that in a few weeks there would be one more member of the family to feed and clothe and always take into consideration.

The Rev. Orlando Harriman had not long to wait for the addition to his family. On February 25 a son was born to him and he named him Edward Henry Harriman.

Edward Henry Harriman could not have entered the world at a more inopportune time in his father's affairs, but if he had been born earlier or later, as the records would indicate, he would not have found the family any better off in the things of the earth. A year after Edward Henry's birth the Rev. Orlando Harriman Jr., unable to make the vestry of St. George's see the absolute necessity of paying its rector his salary, turned his back upon Hempstead forever. The year after that found him and his family in Castleton, Staten Island. He became the assistant rector of St. Paul's there and a twelvemonth later he was moving again.

A Noble Woman. Mrs. Harriman was a woman of sterling character, and the pride that was in her was a bulwark against the world's unkindness. She was patient and she bore it all without a word to any beyond her threshold. She could not hide it from the children. The children, too, must have drunk deeply at the family well of self-restraint, but none of them more than the boy called Edward Henry Harriman, the third son. Besides him there were two elder brothers, Nelson and Orlando, and a younger named William. There were two sisters to make up the circle, Lily and Annie.

It was when Edward Henry Harriman had just turned into his eleventh year that the Rev. Orlando Harriman and his family set themselves and their few household goods down in West Hoboken N. J., and the minister entered upon the rectory of St. John's church. It was his first permanent charge since leaving Hempstead, and he engaged himself at the munificent salary of \$200 a year. Most of the six years which lay between the beginning of the residence in Hoboken and the departure from Castleton, Staten Island, had been spent in Jersey City, with the head of the family going here and there wherever he could be a rector's assistant or fill a pulpit.

It is said that while he was at West Hoboken—seven years, all told—the Rev. Orlando filled other pulpits whenever the opportunity offered to add a mite to his meager income. All the while, however, he was doing the best he could, giving the boys and girls the education that his poor purse could buy. It was a time that must have put iron into the souls of the boys; a time when they were driven to make a god of self-denial.

The good times came to the family through Mrs. Harriman. A legacy was left her, and the old days of bitterness and poverty passed away, but not their discipline. As they had been sufficient unto themselves when they had little, so the Harrimans were sufficient unto themselves when the tide turned. It was not much that Mrs. Harriman's ship brought in; about as a dollar bill would be to the wealth of

her son, Edward Henry. It was enough to lift the burden from her husband's shoulders and to buy a home at Eighth and Erie streets, in Jersey City, where the family lived comfortably for many years. It was enough, too, to save the minister from vestries which would not pay. The Rev. Mr. Harriman gave up St. John's pulpit in West Hoboken in 1866, which was shortly after the legacy fell to his wife.

Henry at this time is described by men and women who knew him as a boy of pleasant nature, who liked to do most of the things other boys did, but with a view of life that was much broader and deeper than most of his associates of his age. He realized that his way in the world depended upon himself, and, whether by chance or through somebody's aid, he chose Wall street as a beginning. He appeared in "the street" not long after his family moved from West Hoboken to Jersey City. He was a clerk in a small brokerage office and he was a good one. He used to go running around downtown in those days just as the army of youngsters, with wallets in hand, are running around down there now from the time the banks open and the ticker-tape begins to run until the market closes for the day.

It was while he was on the floor doing this kind of work that he met Stayvesant Fish, then a young man like Harriman, with his way to make in the world. Fish had wealth and the influence of a high social position behind him. Harriman was "going it alone," but there was something in his make-up that Fish liked, and the two became great friends. According to the stories told in Wall street to-day, and which have been turned over and over again of late on account of Harriman's ousting of Fish from the Illinois Central, it was Fish who gave Harriman most of his commissions in those days; commissions which brought him in touch with men that he would probably never have met otherwise. Anyway, when these moguls of finance who belonged to Fish's crowd won in the market Harriman also invariably added to the size of his bank account.

RECENT PHOTOGRAPH OF EDWARD H. HARRIMAN, CZAR OF AMERICAN RAILROADS.



With a competence assured E. H. Harriman sought him a wife; a woman of the elect. It has been said that poverty-stricken though his family had been he had never permitted themselves nor the children to forget the pride of good breeding. He did not forget. He married Miss Mary Averell, of Rochester. Her father was a capitalist and she brought to Harriman a dowry that counted in the battle of dollars that is waged in Wall street. This Averell money came from a railroad source. Mrs. Harriman's father is reputed to have made most of it in the Rome, Watertown & Ogdensburg company out of which so many others have become enriched.

Before he was 30 years old Harriman had seen the greatest financiers of the time come their croppers one by one. He had seen some of them get on their feet again, but they were few. He was always where the fray was hottest, but he was never wounded. Yet he never came back from the firing line without a "scalp." He took profits even when the historic anthracite corner brought Jersey Central down from \$110 to \$6 a share. He had a hand in smashing that combination, and the men who had been behind it knew that he had, and he laughed at them.

In 1881 Harriman's father died. The mother had gone long before. Rev. Orlando Harriman passed out of life at 68 in the arms of a surrounding of which he could not have even dreamed in the days when he was seeking a pulpit which would pay him sufficient to buy bread for himself and family. His son, Henry, was worth more than \$1,000,000 then. Those of the other children who survived the father had done well for themselves. William was in a fair way to be rich. He died only a little while ago. Lily had become the wife of a banker, Charles D. Simmons, of Brown Bros.; Annie was the wife of a Van Rensselaer, and Or-

lando was in Brooklyn dealing in real estate. He is still there.

By this time the little man in a deacon's collar and hard black tie, and whose trousers were always bagged at the knees, had got his "smell" of railroad. He had tripped J. Pierpont Morgan in that banker's scheme for the reorganization of the Erie railroad. Morgan had drawn terms for the stockholders. Harriman drew counter terms and much better terms for the stockholders—and himself. He beat Morgan then and he has beaten him since.

It was only a few years later—in 1883—that he went into the Illinois Central. Stayvesant Fish helped him there, but that didn't matter to Harriman during the last six months of 1906. Fish had backed him, or rather his ally, the Standard Oil, in the reorganization of the Mutual Life Insurance company. Fish tried to get what the public believed would be an honest administration. Harriman demanded that the present controlling outfit remain in office. It is still there, and Fish is out of the presidency of the Illinois Central, which shows that Harriman will fight and spare not even his best friend—unless he has to spare himself.

Edward Henry Harriman is an economist. He always does what is best for Harriman, and for those who help him help Harriman. Railroads, when one is developing their possibilities, Harriman develops; he doesn't open up a new country; he isn't a pioneer. Life Insurance companies are wonderful "feeders" in ready money. Harriman had the Equitable Life. He lost it when young Hyde sold out. Now he is fighting for the Mutual Life. He is pretty sure that he is going to get it. He knows Thomas F. Ryan has the Equitable and he doesn't like Ryan.

Harriman is called direct in his methods by those who do not know him well. He is direct in his speech, when it serves his purpose to be direct. He is pleasant in his address when it serves him to be pleasant. But Edward Henry Harriman makes the newspaper vendor in the corridor of the Equitable building, where he still keeps his offices and the offices

# Our Seed Industry

MILLIONS OF FLOWER AND VEGETABLE SEEDS HANDLED.

**Southern California Has Been Great Factor in Development of Great and Growing Industry.**

Back of the "flowers that bloom in the spring" is the great American seed industry, which supplies the millions of vegetable and flower seeds to the country. At this time of the year they are busy sending out the orders that have already begun to come in for next season's planting.

So far as history records, the first sale of seeds in this country was made at Newport, R. I., in 1763 by Nathaniel Bird, a book dealer, who imported a small quantity of onion seed from London. In New York city hemp and flax seed were advertised for sale as early as 1765, and garden seeds in 1776. However, Boston was the chief seed mart of the United States during the early days, and there were in business at the Hub from half a dozen to a dozen dealers who handled seeds exclusively or in conjunction with other commodities. Prior to 1890 practically all the seeds sold in the United States were imported from London.

With the dawn of the new century, however, the seed industry began to assume proportions that justified the raising of the seeds nearer home. From that time forward the city of Philadelphia began to gain recognition as the center of the American seed industry and one of the pioneers in the trade was Bernard McMahon, "seedman and author," who became well known not only in Philadelphia, but throughout the country. During the next quarter of a century rather pretentious seed establishments came into existence in Baltimore, Charleston, S. C., and other cities, and a feature of the trade at that time was a considerable demand for Shakers' seeds. These seeds were not only sold at the regular seed houses, but were also peddled about the country in Shakers' wagons.

How the seed industry has expanded since the practice of selling seeds by mail came into vogue may be appreciated when it is explained that 30 years ago the seed firm that received 100 letters per day was esteemed to be in the flood tide of success, whereas at the present time there are in this country several seed concerns each of which receive more than 5,000 orders per day during the busy season. Speaking broadly, the seed business is divided into three phases—seed growing, seed testing and seed selling—and in each of these occupations thousands of persons are engaged.

Each branch of the industry might

be said to be subdivided into two separate activities, the one concerning itself with garden seeds and the other with flower seeds. From a monetary standpoint the product of the growers of garden seed, as yet over shadows the flower seed output, but California has given the flower seed industry a tremendous boost.

America has, as a result of the growth of the industry, become virtually independent of Europe in the matter of seed supply. Instead of looking to the nations on the other side of the Atlantic for almost her entire supply Miss Columbia's aggressive republic is now not only able to take care of the wants of her own people in the seed line but supplies shortages abroad.

As mentioned above, California has contributed very heavily to the prosperity and development of the American seed industry. Luther Burbank



Filling Orders in Seed Warehouse.

is unquestionably the foremost figure in the seed world to-day. However, whereas the wizard of Santa Rosa includes fruits and vegetables as well as flowers in his ever-lengthening list of novelties, the world at large hears of California most prominently as the great seat of the flower seed industry on this hemisphere. There is nothing more remarkable in the annals of the industry than the growth of the Southern California sweet pea trade. A score of years ago a few acres of these beautiful flowers were grown for seed and not more than a dozen varieties were listed. Now one grower lists 125 varieties. Moreover, so important a factor have the California growers become in the international seed trade, that many eastern and European dealers now make annual pilgrimages to the Pacific coast to inspect the growing crop and hunt for novelties.

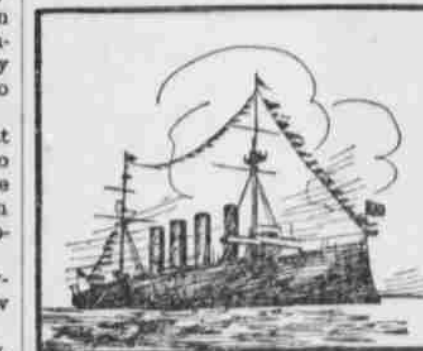
# All Are Crack Gunners

**CREW OF PRINCE LOUIS' FLAG SHIP MAKE RECORD.**

**Show Phenomenal Improvement in Marksmanship During Recent Practice and Lead All English Ships.**

The results of the tests of gunners with the heavy guns in the British fleet for 1906 show phenomenal improvement, and the establishing of a still higher standard of marksmanship for King Edward's men-o-war. This is due to the encouragement which has been given by the admiralty and the consistent training on the part of the officers and appeal to the vanity of the men.

In the report just issued it is shown that the average points per man have risen from 68.2 last year to 80 this year, and it must be remembered that this test is a test of the ability of the gun captains to hit the target and of the rest of the gun's crew that they can handle their gun smartly. The



The Drake, Flagship of Prince Louis of Battenberg.

officers are not permitted to assist or interfere in any way, the test differing in this respect from the similar one carried out in the American navy.

It is only when it comes to the more severe test of battle practice that the firing is controlled by the officers spotting aloft, and then the whole fighting organization of the ship is on trial.

It has been said that the average number of points was 80, and 42 ships out of 88 that fired were above this average, while no less than 55 were above the average of last year.

The first fifteen ships in order of merit made over 100 points, and their firing was as follows:

The Drake, flagship of Prince Louis of Battenberg, 146 hits out of 167 rounds.

The King Edward VII, flagship of Sir William May, 130 hits out of 148 rounds.

The Cumberland, Captain Story, 95 hits out of 113 rounds.

The Formidable, Captain Simons, 109 hits out of 130 rounds.

The Hindustan, Captain Colville, 121 hits out of 140 rounds.

The Carnarvon, Captain De Robeck, 78 hits out of 85 rounds.

The Duke of Edinburgh, Captain Christian, 115 hits out of 132 rounds.

The Exmouth, flagship of Sir Arthur Wilson, 102 hits out of 138 rounds.

The Venus, Captain Eyre, 78 hits out of 96 rounds.

The Hampshire, Captain Arbuthnot, 74 hits out of 90 rounds.

The Diana, Captain Hornby, 76 hits out of 99 rounds.

The Majestic, Captain Fraser, 100 hits out of 126 rounds.

The Shearwater, Commander Allgood, 39 hits out of 49 rounds.

The King Alfred, flagship of Sir Arthur Moore, 120 hits out of 141 rounds.

The Good Hope, flagship of Sir Rich. and Poore, 119 hits out of 147 rounds.

Of these 15 ships the first in order of merit made 124.49 points and the last 101.44 points.

The Bulwark, the flagship of Lord Charles Beresford, came next and missed her century only by a fraction, her gunners making 93 hits out of 113 rounds fired. Several other flagships fell below the average, including the Albemarle, flagship of the Rear Admiral of the channel fleet; the Victorious, flagship of the Rear Admiral of the Atlantic fleet, and the Hermes, flagship of the Vice Admiral on the East Indies station, which made a lamentable showing altogether. Courts of inquiry are to be ordered in all the worst ships.

In order of merit of the squadrons top place is taken by the second cruiser squadron, the Drake being the first ship in the squadron. The score for this squadron averaged 95.7 points per man. The Mediterranean fleet came second, with the Formidable as the best ship, the average points per man being 93.5. The third cruiser squadron is third in order of merit, the Carnarvon being the best ship, and the points per man 90.8. The Atlantic fleet stands fourth, with the King Edward VII. leading, and the squadron score at 88.5 points per man.

Had to Do It.

"Mrs. Wattleson has won a prize of \$250 for a magazine article on how to live comfortably on \$1,000 a year."

"Yes; she was telling me a few days ago that she just had to do something to earn a little extra money, as it had become impossible for her and her husband to get along on his \$75 a week."

**TO CLEAN GLOVES PROPERLY.**  
Care and a Little Judgment All That Is Necessary.

White and delicately tinted kid gloves may be cleaned by anyone who will proceed carefully and with some degree of judgment.

Light gloves should be worn as often as possible before the first cleaning. If used carefully and the badly soiled places rubbed lightly with soaked bread crumbs each time after wearing the first cleaning can be prolonged quite a while, but after light gloves have once been cleaned they soil readily and should not be allowed to become too soiled before submitting them to another treatment.

A very good preparation for cleaning gloves is made by mixing together equal quantities of finely powdered alum and pipe clay or fuller's earth.

Dip a piece of flannel in the mixture and rub the soiled parts with it, lightly at first so as to loosen the soil and not rub it in.

Repeat the rubbings until the gloves are quite clean, then wipe them with a piece of clean flannel. Then should then be rubbed all over the glove with French chalk and wiped off with a soft, clean cloth.

Gloves should always be laid away in tissue paper, for it aids in preserving the elasticity of the kid and keeps the gloves in a good condition.

**THE USEFUL LAMP STOVE.**  
Economical and Greatly Simplifies Kitchen Work.

A blue flame oil stove for cooking simplifies kitchen work especially for a family of two. A stove with a reservoir holding a gallon will burn continuously for six hours. By regulating one's work so as to utilize every bit of the flame, excellent results may be obtained. For instance, when the match is applied to the wick and the flame is creeping up, have a vessel ready to place over the flame immediately in order to utilize every bit of heat. When the flame is turned out and begins to subside, if one plans to have some dish that needs to be kept warm while dinner is being served, very satisfactory results may be obtained and every bit of the flame utilized from the time the match is applied to the last expiring flicker.

**Water Hanging Plants.**

Be sure that plants hanging in pots and baskets get all the water they need. Because they are near the ceiling, where the temperature is much higher than at the window sill, they will dry out much more rapidly than ordinary plants, says the Home Magazine. They are also exposed on all sides, and this accelerates evaporation. I have a method of keeping these plants well watered which works well. I take a small can or cup and punch holes in the bottom of it. Make these small at first, until you know just how much water is needed. Fill these vessels and place them on the surface of the soil. Vines can be so trained as to hide them. Observe the effect carefully. If not enough water passes through to keep the soil moist, you will know that larger holes are necessary. This matter can be regulated to a nicety, with a little experimenting. Fill the cup each morning. A treatment of this kind will enable any one to grow fine hanging plants.

**Apple Pies with Raisins.**

Apple pies with raisins are far from novel, except as they have been forgotten in the search for further fetching desserts. Cut up sour apples and turn them with a goodly proportion of seeded raisins into an under-crust lining a pie tin. Put on the cover, but do not pinch it against the lower crust, and bake. When the apples are tender remove the upper crust without breaking it, season the apples with sugar mixed with tiny tabs of butter and with cinnamon, stirring it into the fruit carefully, and then put on the top crust. The pie is delicious, hot or cold.

**Lemon Banbury Cakes.**

The filling is made from one cup of sugar and one egg beaten well together, and to this is added one whole fresh lemon and a cup of raisins, both chopped fine. This is often made for picnics, and is to be put in any good pastry in turnover fashion or folded like an envelope or pocketbook. The English cakes are made in a circle or square, which is then folded over at the sides to form an oval, or else two pieces are baked with the filling between like miniature pies. For these the edges must be wet to make them adhere and not let any juice escape in baking.

**Cleaning Kitchen Walls.**

To clean the kitchen walls, first pour some kerosene in a basin, then take a soft cloth and dip it in the kerosene and wash a part of the wall with it, then wring another cloth out of nice hot water and go over the spot just cleaned with kerosene and lastly wipe with clean, dry cloth. You will be surprised at the results. It is the easiest and most satisfactory way of washing painted kitchen or bathroom walls.

**To Clean Matting.**

Chinese and Indian mattings need little washing if they are regularly dusted and wiped over with a moist but not wet cloth. A little lemon juice or vinegar used with the water helps to preserve the white color. Straw mattings may be cleaned in the same way (not too often, or they will turn yellow) with salt and water. Coconut matting should be well and thoroughly scrubbed, and well rinsed before putting it back again.